

Chemist & Druggist

21 July 1973

THE NEWSWEEKLY FOR PHARMACY



Beatson tablets always fit for service

Beatson tablets are made of glass, because glass contains without reacting.

Made and tested to the highest standards you can rely on Beatson tablets — always.

Available in white flint and amber.

Ask your wholesaler.

BEATSON, CLARK & CO. LTD.,
Rotherham, Yorkshire. Tel: 0709 79141 Telex: 54329

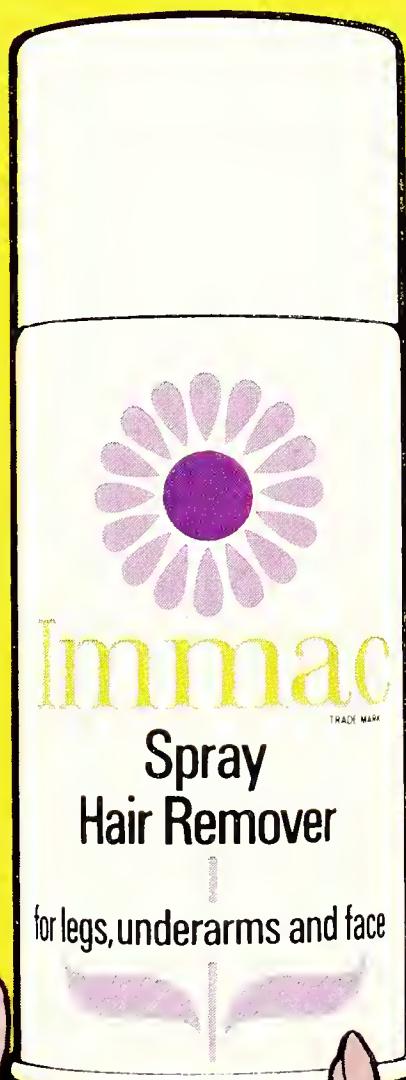


BCD241/2

Roche ruling: 'difficulties for chemists'

New hospital drug system goes on trial

Now! From the brand leader— the beauty product that women have been waiting for.



New 'Immac' Spray - the fast, gentle way to remove unwanted hair.

It's here! The Beauty Event of the Year. 'Immac'* Spray Hair Remover. The new handy aerosol can from the Brand Leader in depilatories. So simple and convenient. For legs just spray on - rinse off! Couldn't be easier. The fast, creamy, gently perfumed spray is suitable for underarms and face too.

We are bringing the good news to your customers supported by the biggest TV campaign in the history of depilatories and a massive advertising campaign in every major women's magazine.

Demand is going to be sky high - make sure you get your share of the big sales by stocking up now.

'IMMAC' SPRAY - fast - feminine - big value.

It's the one you'll love to recommend.

*Trade Mark

International Chemical
Company Limited
11 Chenies Street,
London WC1E 7ET.

21 July Vol. 200 No. 4870

The newsweekly for pharmacists

114th year of publication

Editor Arthur Wright, FPS, DBA

Deputy Editor R. E. Salmon, MPS

Markets Editor W. S. Bowman, MPS, MIPharmM

Technical Editors Adrienne de Mont, B Pharm, MPS, K. F. Preece, BSc, MPS

Beauty Products Editor Hélène de Clerk

Information Services I. H. Cotgrove

Price List Mary Mackintosh

Advertisement Manager James Lear

Advertisement Executives

J. Foster-Firth, MPS
John Thelwell

Production K. Harman

Contents ©

Benn»»

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Contents

Unit-dose dispensing test	69
Increased spending on drug research	69
Roche ruling: problems for chemists forecast	70
The Xrayser column: New legislation	71
Sangers hopeful of the future	72
Comment <input type="checkbox"/> Antibiotics control	81
<input type="checkbox"/> Dispensing with service	81
Irish concern over hospital shortage	82
Rigid box winning designs	84
Parallel pricing criticised	87

Appointments	72	New Products	75
Books	81	Prescription Specialities	76
Business Briefly	72	Professional News	83
Company News	72	Promotions	74
Deaths	71	Postscripts	88
Letters	87	Trade News	76
On TV Next Week	74	Westminster Report	87
Market News	88	Classified Advertisements	89

Published every Saturday by Benn Brothers Ltd,
25 New Street Square, London EC4A 3JA (01-352 3212) Telex 27844
Subscription Department, Lyon Tower, 125 High Street,
Colliers Wood, London SW19 (01-542 8575)

Midlands office
240-244 Stratford Road
Shirley, Solihull, Warwickshire
021-744 4427

Scottish office
74 Drymen Road
Bearsden, Glasgow
041-942 2315

North East office
Permanent House
The Headrow, Leeds LS1 8DF
0532 22841

North West office
491 Chester Road
Old Trafford, Manchester M16 9HF
061-872 5151

Subscription Home and Overseas £10 pa
£0.30 per copy (including postage)

Member Audit Bureau
of Circulations


Yardley McLaren driver Peter Revson,
in European Grand Prix (see page 70)



mosquitoes
relieves
wasps
the misery
bees
of holiday
horseflies
stings and
grass
bites

Every sun-seeking holiday-maker should be prepared for a bite or sting and pack a large Wasp-eze for peace of mind.

Potter and Clarke Limited, Croydon.

Unit-dose dispensing on Midlands test

A mechanised unit-dose dispensing system is to be tried out in a large Midlands psychiatric hospital. "A tremendous step forward" was how Councillor Stanley Birch saw the scheme.

Councillor Birch, chairman of the South Warwickshire Hospital Management Committee, announced that the study, which started this week on four long-stay wards at the Central Hospital, Warwick, would take two years. It will be evaluated by the Birmingham Regional Hospital Board and the Hospital Management Committee.

Mr G. Calder, regional pharmacist at the Birmingham Regional Hospital Board, said he had seen the system in use in America and had thought of adapting it for use in British hospitals. Some of the equipment had been bought, and Parke, Davis & Co are loaning the remainder. The system is sold in America by Parke Davis' Uni-Use division.

The system includes a machine which packs tablets and capsules into heat-sealed plastic 'blister' strips. Another machine will package liquids in 5ml doses into small plastic containers. A packaged unit dose is placed by pharmacy staff in the patient's own locked drawer on a ward cart which replaces the ward trolley. The unit dose is then given to the patient by the nurse.

When the pharmacy is closed, a "medication control module" can supply 96 drugs for new patients. Three card "tags" are inserted in the machine identifying nurse,

patient, and medication. The module then supplies only the unit dose required, and records the transaction details. The record is seen by the pharmacist when the module is refilled.

Mr Chatfield, chief pharmacist at the Central Hospital, said that the new system required less time for prescription dispensing. The unit-doses were also used for the take-home medication of patients on weekend leave. The packaging machine was claimed to be able to handle 100,000 doses per week, and from August it would be available to do packaging for other hospital management committees when not needed for the Central Hospital.

Mr Calder saw the scheme as producing an embryonic packaging centre for the region. He felt that adoption of the system would allow "more professional use of the pharmacist".

Consumer advice facilities to be improved

Sir Geoffrey Howe, Minister for Trade and Consumer Affairs is inviting views from local authorities on how best to develop and strengthen a network of consumer advice centres throughout the UK.

In a speech to the National Consumer Conference of the Co-operative Union Ltd, Sir Geoffrey said that the centres were essential because there were many consumer frustrations in our society. "Con-

sumers do not know how to get in touch—how to get into the system, whether it is getting a problem resolved about an unsatisfactory purchase, or a road crossing, or a social security benefit, or an estimated electricity account."

Sir Geoffrey would like to see more centres, either citizen's advice bureaux with local authority support or centres operated directly by local authorities. He wants to create wide public awareness of what advice centres can do for consumers and wants to identify areas which are at present not being served adequately.

The weights and measures inspectorate deal with many consumer problems at present. When the Fair Trading Bill becomes law, a director-general of fair trading will be appointed to provide a central focus for consumer protection activities.

Increased spending on pharmaceutical research

Total expenditure in research and development in the pharmaceutical industry during 1969-70 (the latest available figures) was £24.2m including £5.6m capital expenditure. The corresponding figures for 1966-67 were £17 million and £14.7m.

According to *Studies in Official Statistics No. 21, CSO Research & Development Expenditure* (HM Stationery Office, price £1.55), the £18.6m expenditure remaining after taking account of capital expenditure was split up into £1.12m basic research; £10.39m applied and £7.11m development. The latter figures however include a small contribution by public corporations and research associations.

NHS scripts 'slightly higher' in 1972

The number of prescriptions dispensed during 1972—256 million—was "slightly higher" than in 1971, according to the annual report of the Department of Health (HM Stationery Office, price £1.20).

Of these, 58.5 per cent were dispensed without charge to the patient (57 per cent in 1971). The average net ingredient cost per prescription was 60.7p, and the total cost was about £211m, an increase of £24m (13 per cent) on 1971.

In the financial year ended March 31, 1972, expenditure on the health and personal social services in England amounted to £2,267m. The increase over the previous year was £270 million (slightly over 14 per cent) of which only £70m represented an increase in real terms. Expenditure for 1972/73 is estimated at £2,607 million.

Glaxo entertain their 65-year-old 'babies'

Glaxo Laboratories Ltd held a dinner last week in honour of some of the original Glaxo babies.

Glaxo's first baby milk product was nationally launched in the UK 65 years ago and became known as Ostermilk in the late 1920's. Following publicity in local newspapers the manufacturers received about 100 replies from senior citizens claiming to have been reared on the original powder. Twelve were selected on the basis of various claims to fame—Mrs Margaret Richards from Chelsea modelled for a plaque which formed one of the early trademarks.



Mr Ronald Chatfield, chief pharmacist at the Central Hospital, Warwick, and his assistant Miss Maureen Byrne, a pre-registration graduate in pharmacy, with the hospital's new strip packaging machine.

Roche ruling: problems for chemists forecast

The Government's bid to prevent F. Hoffmann-La Roche and associated companies from defying an order to cut the prices of their tranquillisers, Librium and Valium on the home market (last week, p58), failed in the High Court July 13.

The Government, however, are appealing against the judgement. Roche thereupon undertook for the time being not to increase prices providing the appeal was heard this term. Roche also undertook that if prices were eventually raised additional income would be invested in a joint bank account pending the hearing of an action being brought by Roche against the Secretary of State for Trade and Industry challenging the validity of the price-cutting order.

Giving judgement Mr Justice Walton said he had not forgotten the difficulties his decision would cause in reimbursing chemists supplying drugs under the National Health Service.

"It is clearly quite unthinkable that they should have to purchase their supplies at what, for the moment I will term the open market price, and be reimbursed at the Government Order price," said the Judge. He suggested that it might be possible to circularise chemists informing them that they would be reimbursed on the basis of the price actually paid. The Crown had claimed that they never gave undertakings. They had also contended that Roche should "play the game" and abide by the order until they had shown it to be wrong. "To put it colloquially, 'Heads I win, tails you lose,'" said the Judge.

It was not the law that the Crown did not give undertakings, continued the Judge. There would be bases where the Court would ask for an undertaking and the present case was one. In all the circumstances he did not think he would be justified in making an Order which might well lead to serious injustice to Roche.

He did not think that a promise by the DTI to negotiate with Roche if they were successful in invalidating the Order was sufficient protection.

"Nobody should be asked to surrender what should be an equitable right in exchange for an undertaking to negotiate, be the negotiator ever so exalted," added the Judge.

Earlier, Mr Richard Yorke, QC, for Roche, said that if prices were increased coupons, similar to Green Shield stamps, would be included in each pack of the drugs. The coupons would be redeemable if the Government pricing order was eventually held to be valid.

Roche were awarded costs of the interim proceedings.

Following the judgement Dr John Marks (managing director, Roche Products Ltd) said . . . "Roche will continue to be, as they always have been, willing to accept any satisfactory assurance that the Minister

may give so that there shall be the minimum of inconvenience to doctors, chemists and the public alike."

Asked on Monday if the Department of Trade and Industry would be taking action on the Judge's suggestion that chemists be notified about reimbursement the Department said it would not be for them but rather the Department of Health to communicate with chemists. The Department of Health when asked by *Chemist & Druggist* the same question replied that they would not be doing so.

Yardley cars win in Silverstone Grand Prix

In a thrill packed event, the Yardley McLaren-Ford entries in the European Grand Prix motor race at Silverstone on Saturday July 14 gained the first and third places. Peter Revson was the winner at an average speed of nearly 132 mph and Denny Hulme was third. The other Yardley sponsored entry driven by Jody Scheckter was involved in a "multiple crash" during the second lap when nine cars were damaged. Miraculously, only one driver was seriously hurt. The race was re-started about 1½ hours later and the Yardley McLarens were always near the front.

Yardley back their Formula 1 team sponsorship with a full range of promotions, advertising and public relation activities at the Grand Prix circuits. At Silverstone they had four mini shops sited around

the circuit and demonstration areas and sales points elsewhere. Race-goers could sample and buy a selection of Yardley products for men and perfumes.

On sale for enthusiasts and team supporters were Yardley McLaren driving coats, tee shirts, badges and other souvenirs. The drivers were also available for autograph hunters. Whilst the bulk of Yardley advertising is geared to a series of TV campaigns, Grand Prix racing participation has called for plans to take space in national and motoring media and in addition poster sites publicise the team.

Drug additives blamed as source of contamination

The addition of drugs to intravenous fluids at ward level carries a high risk of bacterial contamination.

Professor P. F. D'Arcy and W. Woodside, Department of Pharmacy, Queen's University of Belfast, in a letter in last week's *Lancet*, said that this procedure should be undertaken in the pharmacy department under controlled aseptic conditions.

The authors examined the fluid remaining in 101 intravenous fluid containers taken from the hospital ward after infusion. Of 61 containers with additives incorporated on the wards, 55.7 per cent were contaminated, whereas only 12.5 per cent of the remainder without additives were contaminated.

Price increases on Heinz foods approved

The Price Commission has approved increases averaging 1.55 per cent on baby foods, salad dressings and canned salads manufactured by H. J. Heinz Co Ltd. This will mean an increase of ½p on the recommended retail price of all strained and junior foods in cans and 1p on toddler foods. Recommended retail prices of jars remain the same.

Winner of the 1973 British Grand Prix is Peter Revson (right) with Denny Hulme (3rd place).



People

Topical reflections

BY XRAYSER

New legislation

Jill Chamberlain, 19-year-old assistant working in Ottershaw Pharmacy Ltd, has just won a £10-prize given by the Camberley, Surrey, chamber of trade having been chosen as the town's "most courteous shop assistant".

Jill who had just returned from holiday and was unaware of the competition, said, "I'm so happy doing my job I can't help smiling". Mr P. W. Pratt, MPS, a director of the company, said he felt the emphasis on service and civility was the "strongest weapon in winning the battle of the High Street".

Deaths

Garvey: Recently, Mr Patrick Colum Garvey, MPSI, Kilmaine, co Mayo. Mr Garvey qualified in 1956 and conducted his own pharmacy in Kilmaine for many years.

News in brief

- The EEC parliament has endorsed the British system for authorising the marketing of cosmetics and it is to become European practice in 1978, according to a Press report.
- The 1973 annual register of Pharmaceutical Chemists is now available from the Pharmaceutical Press, 17 Bloomsbury Square, London WC1 (£8.50).
- The Distributive Industry Training Board has centralised the circulation of its training and promotional films by setting up a film library at its Head Office in Manchester. All DITB films will now be available from the Film and Video Library, DITB, McLaren House, Talbot Road, Stretford, Manchester.
- The Ulster Chemists Association has notified members that NHS remuneration is increased by 0.5p per prescription from April 1. It is an interim payment pending agreement in Scotland on certain aspects of remuneration.
- The Department of Employment has published a new booklet 'First aid in offices, shops and railway premises' (HM Stationery Office, £0.12½) designed to help occupiers of premises covered by the Offices, Shops and Railway Premises Act 1963 to establish efficient first-aid services.
- The Australian Society of Hospital Pharmacists has disaffiliated from the Pharmaceutical Association of Australia and New Zealand. The reasons are said to be dissatisfaction about representation on the PAANZ Council and the PAANZ's "weak" analgesics policy.

Two weeks have passed since the introduction of the Misuse of Drugs Act. It has been extremely interesting to observe the reactions of the doctors to their involvement in the new situation created by Government action. Some of them appeared to be of the opinion that, as usual, the pharmacist would keep them right. Others seemed to think that the letter from the Department did not convey any sense of urgency.

But after the lapse of a fortnight I find a significant change in prescribing habits and a number have apparently decided that the safest way of avoiding a charge of writing a prescription which is not lawful is not to prescribe the drugs at all. I note that the Pharmaceutical Society, at its June meeting, expressed concern that it had not been given the opportunity to comment at draft stage on the letter sent by the Department to doctors giving details of the new requirements, and that a letter is to be sent expressing that concern.

One would have imagined that the Department was capable of drafting such a letter without outside help, but the Society seems to think otherwise. I have not seen the letter in question, but it should not have been difficult to write. If it was not sufficiently forceful or specific the Department can always try again. Meantime, I have been pleasantly surprised by the small number of entries I have had to make in the new sections of the register.

Passing interest

Other items of passing interest arising directly or indirectly out of the Society's activities are to some extent negative. We are, it seems, not to have the threatened increase in fees during 1974. During the term of office of Mr Harry Steinman as treasurer it has fallen to his lot to be the bearer of unpalatable news on more than one occasion, and he seems to have borne up remarkably well under the strain—as we have. Perhaps he will accept our congratulations as modestly as he has our imprecations in the past.

Then there is the little matter of moving from Bloomsbury Square to the new site in Lambeth. It seems a pity that so far there have been no important finds on the site to gladden the hearts of the Southwark Archaeological Excavation Committee, but the site may be too near the river for any hope of success. Nevertheless, I congratulate the committee on its vision and enthusiasm and Mr J. P. Kerr on his ready acquiescence in the request to make the dig.

The details published of the new building remind us that, though we have heard much argument about a departure from Bloomsbury Square over the past forty years, we appear now to be in process of loosening our roots preparatory to crossing the Thames to a building "almost entirely clad in bronze anodised aluminium and glazed with bronze-tinted glass." It sounds a little austere. Perhaps the wine jar found in the diggings—suitably filled—and the clay pipes would make the transition a little less of a shock. I suggest that part of the basement should be set aside as a kind of beer-cellar to remind us of happy days at The Square.

□ A federal grand jury in North Carolina, USA, has returned a 60-count indictment against Abbott Laboratories Ltd, for interstate shipment of unsterile intravenous drugs from September 1970 to April 1971. Deaths of 50 patients were discovered by the Centre for Disease Control, Georgia, to be associated with use of the solutions.

□ "Communicating the value of comprehensive pharmaceutical services to the consumer" is the title of a 56-page report prepared for the American Pharmaceutical Association by the Dichter Institute for Motivational Research. Copies are available at \$10 from APhA, 2215 Constitution Avenue, Washington, DC 20037, USA.

Company News

Sangers hopeful of the future

Commenting on the future, the chairman of Sangers Ltd, Mr H. T. Nicholson, tells shareholders in his annual report that manufacturers in some instances have received permission to pass on their increased costs, but Sangers have difficulty in passing on these to their customers.

Nevertheless he expects the company's profits up to next February to increase. The accounts for 1972-73 and dividend are as previously published (C&D, June 9, p748).

Weston maintaining progress

Weston Pharmaceuticals Ltd's chairman, Mr J. Caplan, told shareholders at the annual meeting on July 12 that the company was continuing with the progress already displayed in the year under review. It was expected that earnings and income would continue to increase. Shareholders approved a proposal by the directors to introduce a share option scheme which would provide their executives with the opportunity of obtaining equity holdings in the company.

Laporte sales improve substantially

Laporte Industries (Holdings) Ltd's sales and financial results so far this year had improved "substantially" over the previous period, reported the chairman, Mr J. L. Harvey, to the annual meeting on July 12.

Mr Harvey said that up to the present, the trading position was showing some commendable improvement. Although the rest of this year could be fraught with uncertainties, most of them outside Board control, "I believe that there is every justification for a mood of confidence and optimism."

Changes at Jeyses

Mr L. D. Ellery has been named chairman of the health division. He now becomes chairman of Jeyses UK, Jeyses (Belfast), Jeyses Ireland and JK Kontrol. He is succeeded as managing director of Jeyses UK by Mr J. R. Hulme. The Jeyses group is now divided into three divisions. In addition to the health division there is a packaging services division, comprising Aerosols International and Middleton Plastics of which Mr J. Clewer is chairman and a home care and leisure division, comprising Brobat/Kayford where a chairman is yet to be appointed. Divisional chairmen report direct to Mr Ralph Auchincloss, chairman and chief executive of the Jeyses Group, now the health and chemical products group of Cadbury Schweppes Ltd. [Corrected note].

Briefly

Benn Brothers Ltd are to ask shareholders at the annual meeting on September 19 to approve a proposal for a one-for-one scrip issue.

LRC International Ltd are to sell off their Wine Ways group to Allied Breweries Ltd for £2.5m.

Appointments

Sterling-Winthrop Group Ltd: Lord Porritt is to join the board of the company. A New Zealander by birth, Lord Porritt served as Governor-General of New Zealand 1967-1972, following a long and distinguished career as a surgeon in Britain. He was created a Baron in the last New Year's Honours List.

Intercon International Marketing Ltd have appointed Mr Neil Stewart their account supervisor. Prior to joining Intercon Mr Stewart spent 10 years with Hoechst Pharmaceuticals Ltd.

Pitney-Bowes Ltd have appointed Mr G. Appleby area sales manager for their Home Counties West region. He will be based at the company's branch office in Loverock Road, Reading.

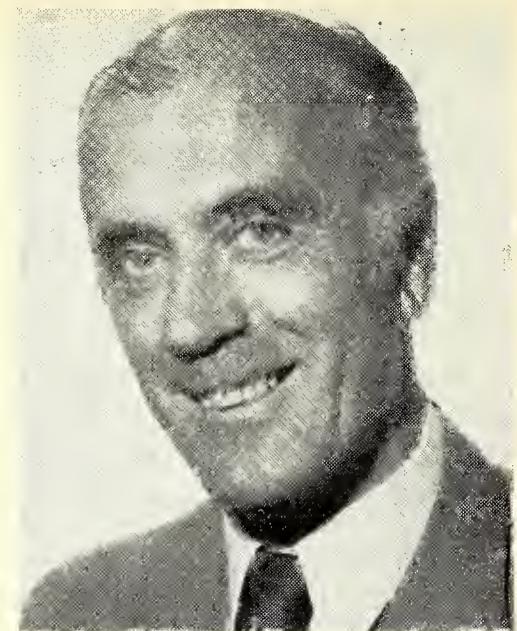
Kimberley-Clerk Ltd have appointed Mr R. Hammond their southern region sales manager and Mr B. Pearce western region sales manager.

Gillette Industries Ltd: Mr T. Ashcroft is promoted to the position of brand supervisor, shaving, and Mr D. Jacobs brand manager, deodorants. Both appointments are effective from August 1.

Salsbury Laboratories have appointed Bob Verrinder to head their new pharmaceuticals division.

Northern Pharmaceuticals Ltd have appointed Mr I. S. Benjamin their managing director.

Lilia White (Sales) Ltd has recently restructured its senior sales force. The new team is headed by Geoff Baldwin who has been appointed general sales manager. There are three national account managers: Stanley P. Walton, Audrey Robertson, and George E. Barnes, and five regional sales managers: Tom G. Murphy (Scotland), David W. Baker (North), Tom A. White (Midlands), Derrick J. Heyden (South-west), David M. Jones (South-east). [Corrected note].



Mr James Hegarty, MPSI who has been appointed managing director of P. C. Cahill & Co Ltd, Dublin. Mr Hegarty succeeds Mr John Holland, MPSI, who has retired after almost 40 years' service with the company.

Smith & Nephew Associated Companies Ltd have appointed to the board Mr Brian F. Baldock, managing director of the Gala Cosmetic group and Mr George Wallace, chairman, Wallace Cameron division.

Helena Rubinstein Ltd: Mr J. Garrett has been appointed executive director of sales. Mr T. Grindley, field sales manager and Mr V. Scullard, special accounts manager.

Remington electric shaver division, Sperry Rand Ltd: Mr Brian Spencer, former house accounts manager, has been appointed general sales manager.

Price Commission's first report

Less than 45 per cent of cases dealt with by the Price Commission during April and May were approved as submitted according to the Commission's first report published last week (HM Stationery Office, £0.31½). The average price increase granted was only 5.6 per cent compared with 6.7 per cent applied for. However, between September 1972 and April 1973, the cost of materials and fuel purchased by manufacturers rose by 18.2 per cent but retail prices rose 6.2 per cent over the period. □ The Pay Board's report, published simultaneously (HM Stationery Office, 13½p), shows that of 269 permitted improvements in pay and conditions outside the pay limit, 220 were for movements towards equal pay.

US drug price disparity

Senator Gaylord Nelson, addressing the United States Senate on July 9, claimed that many US pharmaceutical companies sold some of their products overseas for half of the price they charged in the American market. To back up his point he produced a table of domestic and foreign prices of drugs manufactured by 13 firms, all the overseas prices being lower.



Our gift packs.

Saxin's big new promotion will be good news to a lot of your customers.

There's 5p off the best-selling 500 pack.

And 2p off the 200 size.

It's good news for you, too.

Saxin is the most profitable sweetener on the market.

So the only people that lose anything will be your customers.

Stock up now with the new Saxin blister packs.

Saxin. Profit from their loss.

Wellcome Consumer Division, Crewe Hall, Crewe, Cheshire.

Promotions

Famous clowns offer

Kimberly-Clark have launched a Famous Clowns promotion on Kleenex Toilet Tissue. The offer, which is flashed on all packs of Kleenex Toilet Tissue, consists of: Four colour prints, 14in x 10in, of different famous clowns, commissioned from artist Royston Knipe. Each print can be obtained by sending in five Kleenex Toilet Tissue wrappers or two wrappers and 30p. The promotion also includes a money saving frame offer, and five free holiday prizes for a family of four worth £200 each, in a competition open to consumers sending in five Kleenex Toilet Tissue wrappers at the same time.

For the retailer there is four large, hanging advertisement mobiles featuring each of the four clowns, which are being given away free by Kimberly-Clark and, provided one clown is used to advertise Kleenex Toilet Tissue, the other three can be used for any other product, on condition that it is not a competing brand of tissue product. The retailer also has the chance to win one of five prizes worth £200 each, and will receive a range of colourful display material (Kimberly-Clark Ltd, Larkfield, nr. Maidstone, Kent).

Fabergé summer lines

Fabergé have introduced 2oz aerosol cans of Fabergé West anti-perspirant (£0.50) and deodorant spray (£0.50) as promotional lines for the summer only. They are available in a pre-packed cardboard display unit containing 24 pieces, with a further 12 pieces in an outer (Fabergé Inc., Ridge-way, Iver, Bucks.).

Hermesetas competition

During the July/August sell-in cycle, Crookes Anestan representatives are carrying colourful blister packs announcing a

consumer competition. This promotion will run on the 300 and 650-tablet packs, and special bonus terms are available.

Contestants are asked to make as many words as possible from the word "Hermesetas", and there will be 25 prizes of Tissot watches for the winners.

Closing date of the competition is December 31 and at the end of March 1974 the 25 winners will be flown by Swissair with their partners to Zurich for a presentation dinner and an overnight stay in a luxury hotel (Crookes Anestan Ltd, 1 Thane Road West, Nottingham).

Immac spray launch

The launch of the Immac spray hair remover for legs, underarms and face will be supported by a national TV campaign of 30 and 15-second colour commercials. The company say more than 120 showings will give nationwide coverage of the "spray on, rinse off" message at peak viewing times in a concentrated period between July 30 and August 31. Half-page advertisements between July 30 and the end of September in women's magazines will also feature the Immac spray.

An introductory offer of a Shampette shower attachment offered to Immac purchasers for 44p is also planned (International Chemical Co Ltd, 11 Chenies Street, London WC1).

Powder-Twist support

The press campaign for the launch of Powder-Twist, the new automatic powder eyeshadow from Maybelline, breaks in August with advertisements in *Honey*, *Cosmopolitan*, *Look Now*, *19*, *True Story*, *True Romance* and *Vogue*. A television campaign of 30-second commercials beginning September 3 is planned for the London, Southern and Lancashire area (Maybelline, Penarth Street, London SE15 1TR).

New Biovital campaign

The new July/December advertising campaign for Biovital Liquid and Biovital Tablets will continue to feature the women's lib theme which was developed for the relaunch of Biovital Liquid last autumn. A series of market research studies has indicated that of the three headlines used in the original advertisements "The 20th Century Workhouse" made the greatest impact, and this headline is now to be used throughout the campaign.

The July/December campaign, which will be seen by nearly 27 million people, will include advertisements in *Woman*, *Woman's Realm*, *Family Circle*, *Living* and *Reader's Digest*. There will also be display insertions in National Sundays including *News of the World*, *Sunday People*, *Sunday Mirror* and *Sunday Express* and, to support sales in Northern Ireland and Scotland, in the *Belfast Telegraph* and *Sunday Mail* (Radiol Chemicals Ltd, Stepfield, Witham, Essex).

Rimmel colour chart

The new shade card from Rimmel shows the entire 201 colours in their range of beauty preparations and includes the latest shades and product. An eyelet and cord attached to the colour guide enables the stockist to hang the chart from the Rimmel self-service stand (Rimmel International Ltd, 17 Cavendish Square, London W1).



Tinaderm display outer

An attractive counter display outer containing twelve 15 gram tubes of Tinaderm cream for the treatment of athlete's foot has been introduced by Glaxo Laboratories, Greenford, Middlesex. The dark green outer has a red foot imprint with the slogan "for hot, itchy feet".

on TV next week

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Airstrip: All except E

Alberto hair conditioner: Ln, M, Lc, Y, Sc, WW, So, S, NE, U, G

Anadin: All except E

Beecham tablets: M

Bi-sodol: Lc

Black Knight hairspray: All except E

Close Up: All except E

Cool: All areas

Crest toothpaste: Y

Harmony hairspray: All except E

Head & Shoulders: All except E, So

Immac: All except G, E

Maws baby bathcare: All except E

Maws Simpla tablets: All except E

Maws Tufty Tails: All except E

Macleans Freshmint: All except E

Macleans indigestion remedy: Ln, M, Y, Sc, WW, So, NE, A, We

Macleans white fluoride: Y, WW

Optrex lotion: All except U, G, E, CI

Pearl Drops: Ln, M, So, A

Phensic: LN, M, Lc, Y, Sc, WW, So, NE, A, U

Ringstead: WW

Silvikrin hairspray: All areas

Silvikrin shampoo: All areas

Sunsilk hairspray: All areas

Sunsilk shampoo: All except E

Sure: All except E

Three Wishes: So

Vaseline Balanced Care hairspray: All areas

Zoflora: Lc, Y, NE, U



New products and packs

Cosmetics and toiletries

Gres pour homme

Parfums Gres have introduced a new range of men's toiletries, Gres pour homme, to complement their Cabochard collection.

The men's range has a light, tangy fragrance and comprises after shave 58 cc (£1.90) and 115 cc (£2.60), 165g shaving cream (£1.50), eau de toilette 58 cc (£1.90), 115 cc (£2.90) 230 cc (£4.40), and eau de toilette atomiser 120 cc (£3.60). The items in the range are individually boxed in blue and black packaging to match the Cabochard range (Buser & Co Ltd, 19 Great Portland Street, London W1).

Elizabeth range

The Elizabeth range of cosmetic purses and travel holdalls from Jacqueline is made in a Liberty of London flowered cotton fabric, all washable and with waterproof linings. New styles include two purse framed holdalls, a deep purse, box shaped zip shoulder bag and a long zip purse. Also available are boxed items for the Christmas market.

The colour range is gold, blue and pink with prices from £0.49 to £2.95 (Jacqueline Sales Division of Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland).

Missy from Venice

Missy Parfum by Vidal of Venice has a summery-green fragrance comprising lemon with prices from 49p to £2.95 (Jacqueline Sales Division of Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland).

The range has 9cc parfum (£1.55), eau de toilette 12cc atomiser (£2.05), 25cc (£0.95), 50cc (£1.70), 100cc (£3.15) and 200cc (£5.65), presented in see through bottles with silver caps (Natura Products Ltd, 90 Belsize Lane, London NW3).

Country Garden

The Country Garden range of toiletries from Norton of London comprises bubble bath, extra fine bath crystals and soap all available in apple, peach and strawberry variants. Each product, say Norton, contains natural fruit extract (M. & R. Norton Ltd, 155 Merton Road, London SW18).

Hair care

Hairbrush addition

To complete the range of Jacqueline nylon hairbrushes comes a full size Radial Hairbrush (£0.59), code No Jac 810, available in a choice of three colours—black, blue and pink—all with black nylon filling.

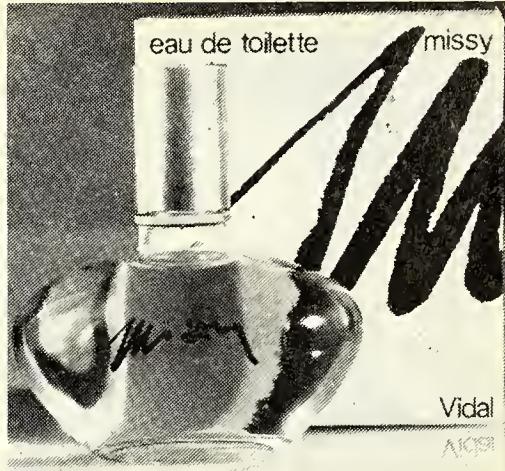
The brush comes packed in a counter dispenser unit containing nine brushes, and stockists can obtain a free Jac 810 from the salesman for every pack ordered.

Jacqueline Sales division of Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland).



Colour harmony

Outdoor Girl have introduced four new shades of Runproof liquid mascara: brown, navy blue, bluebottle and purple with toning eye liners in mahogany, midnight, evergreen and aubergine shades. So that these new shades can be used with co-ordinated eyeshadows, Outdoor Girl



have included the four existing wildflower collections and also four new shades of Shimmer shadow: yellow, turquoise, almond and violet.

They have also introduced Prettilash (£0.55) a more natural false lash in black and brown (Girl Cosmetics Ltd, Surbiton, Surrey KT6 7LU).

Curity Snugglers launch

Colgate-Palmolive are to launch "a new kind of disposable nappy in the UK" from August 1 in the Southern Television area. Called Curity Snugglers, they are described as "the first throwaway nappy in one" and have an inner absorbent layer with outer plastic protection which is claimed to keep the baby drier and therefore less prone to nappy rash.



The company are confident that their product will follow the pattern of success that has been achieved in the United States where the retail disposable nappy market has jumped from £4 million in 1965 to £186 million in 1972. Hospital trials are being run for the product and a consultant has been retained to provide guidance.

An advertising campaign, said to be a national equivalent of £500,000, is being planned for the consumer. And a comprehensive mailing and sampling programme will also be mounted to support the launch to generate both consumer and professional trial.

Curity Snugglers will be available in four sizes: newborn (£0.57), daytime (£0.66), toddler (£0.77) and nighttime (£0.48). All packs will contain 20 nappies with the exception of nighttime which has 12 extra-absorbent nappies. The range will be sold through Boots, department stores, selected independent chemists and major multiple outlets including Woolworths, Fine Fare, Safeway and Tesco (Colgate-Palmolive Ltd, 76 Oxford Street, London W1).

Trade News

Stelabid presentations

Smith Kline and French Laboratories Ltd, Welwyn Garden City, Herts, are introducing two new presentations of Stelabid. They are Stelabid elixir (500ml, £2.51), 5ml being equivalent to one Stelabid tablet, and Stelabid Forte tablets (100, £3.10; 500, £14.67) which contain trifluoperazine 2mg and isopropamide 7.5mg. The former 30 and 250 packs of Stelabid tablets have been replaced by 100 (£2.23) and 500 (£10.49) packs.

Capsule colour change

Epanutin 100 mg capsules, manufactured by Parke-Davis & Co, Usk Road, Pontypool, Mon, are now number 3 capsules with a white opaque body and an orange cap, marked "Parke Davis" and "PD 100".

A range discontinued

Laboratories for Applied Biology Ltd, 91 Amhurst Park, London N16 5DR, advise that manufacture of the Micryston range hormone suspensions has been discontinued. Orders will be fulfilled as far as existing stocks allow.

Texture and flavour changes

E. R. Squibb and Sons Ltd, Regal House, Twickenham TW1 3QT announce an improved texture and stronger orange flavour for Fungilin lozenges. As before, each lozenge provides amphotericin 10mg, and the price remains unchanged (£0.42).

5th London Gifts Fair

Sir Peter Allen, member of the British Overseas Trade Board, Chairman of the British National Export Council and former Chairman of the Imperial Chemical The 40 tablet size Hedex, available to chemists only, recently introduced by Sterling Health Products, St Marks Hill, Surbiton, Surrey



Industries Ltd, will carry out the official opening ceremony for the Fifth International Gifts Fair, London, at 11.15 a.m. on Monday, August 20.

The Fair itself will take place at Earls Court from August 19-23. More than 70,000 square feet of exhibition space have already been booked by some 350 companies, making this the largest show to date in the series of London-based International Gift Fairs.

Immac spray depilatory

Anne French, International Chemical Co Ltd, 11 Chenies Street, London WC1 have launched the Immac depilatory in "spray on, rinse off" form. Suitable for face, legs and underarms the new variant is presented in a 175g can (£0.98½) decorated with the new flower design.

Reformulated Esoterica

The four Esoterica creams, regular, facial, fortified and special from Mitchum-Thayer Ltd, 86 Brook Street, London W1Y 2BA, have been reformulated without Part 1 poisons. Each Esoterica cream is available in 3oz jars enough, say Mitchum-Thayer, for 90 days supply. National advertising for these products commences on July 29 in the *Sunday Express* and full pages will appear in various women's magazines during the rest of the year.

Lotus hairspray

NPU Marketing Ltd, 321 Chase Road, London N14 6JN, have now introduced optional holds (firm and normal) with the recently repackaged Lotus hairsprays (£0.35). A new perfume, which is said to be compatible with the other fragrances in the Lotus range, is also featured in the updated pack (340g).

Large-volume filtration manual

A 70-page applications manual entitled "High-Volume Pharmaceutical and Biological Filtration" is available free from Millipore (U.K.) Ltd, Millipore House, Abbey Road, London NW10. It covers such topics as filter selection, prefiltration, cost minimisation, system sterilisation, preparation of vials and ampoules, aseptic filling and the preparation and handling of high-purity rinse and make-up water. It also includes simplified process flow diagrams depicting typical systems for the preparation of sterile and particle-free IV solutions, tissue culture media, vaccines, antibiotics, lyophilised pharmaceuticals, peanut oil, petrolatum and paraffin waxes.

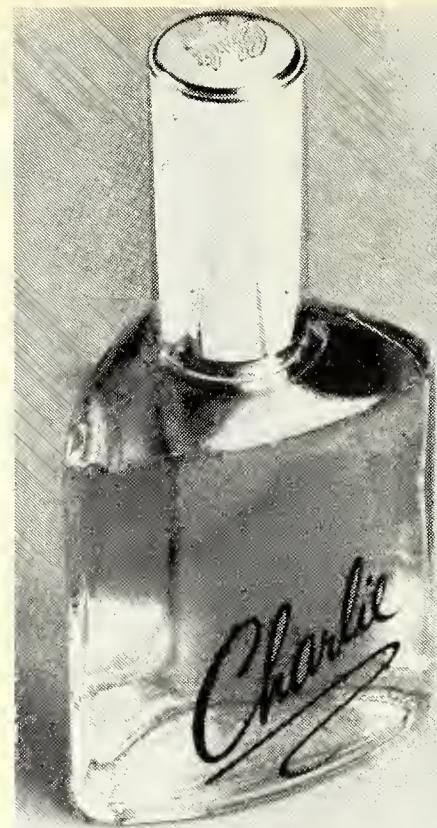
Prenatal availability

Helena Rubinstein Ltd, 31 Davies Street, London W1Y 1FN, are making Prenatal nationally available from mid-August (C&D, July 7, p12).

Agfa football competition

Agfa-Gevaert AG are sponsoring an international photographic competition on the occasion of the world football championship in Germany in 1974. The top eleven entries will win a double-ticket trip to Munich, a fully paid week's stay "with pocket money" and entrance to the championship.

The subject of the competition, open to amateurs and professionals, is football and up to three framed agfa slides, 5 x 5 or 7 x 7 cm, can be entered. The closing date is November 30, and the entry address is Agfa-Gevaert AG, 509 Leverkusen-



Charlie, the new perfume from Revlon to be launched in September (see C&D June 9)

Bayerwerk, West Germany. There will be 500 other prizes including miniature cameras, projectors, flashguns and Sensor cameras.

Christmas showrooms

Further venues for the Jacqueline Christmas showrooms are: Crown & Anchor Hotel, Stoke on Trent, July 25/26; St George's Hotel, Liverpool, July 25/27; and Hendon Hall Hotel, London NW4. July 30/August 3.

Prescription specialities

QUINOPED cream

Manufacturer Quinoderm Co, Manchester Road, Oldham, OL8 4PB

Description Cream coloured astringent cream containing benzoyl peroxide 5 per cent, potassium hydroxyquinoline sulphate 0.5 per cent

Indications Athlete's foot and related fungal infections

Method of use Apply morning and night

Storage In a cool place, avoiding extremes of temperature

Pack 25g tube (£0.20 trade)

Issued July 1973

VERTIGON Spansule capsule

Smith Kline & French Laboratories Ltd, Welwyn Garden City, Herts, are introducing Vertigon Spansule containing prochlorperazine 10mg and 15mg for the symptomatic treatment of vertigo. The capsules (10mg—100, £1.76 trade; 500, £8.09, 15mg—100, £2.16; 500, £9.94) will be available mid-August.

3 NEW TV CAMPAIGNS FROM *Maybelline*

Watch for these exciting 30 second commercials

1 2 3

ULTRA-LASH

Starts Aug. 6
London & South

GREAT-LASH

Starts Aug. 6
Lancashire

POWDER-TWIST

Starts Sept. 3
London, South &
Lancashire



**PLUS EXCITING
NEW PRODUCT!**

First truly automatic powder eye-shadow!!

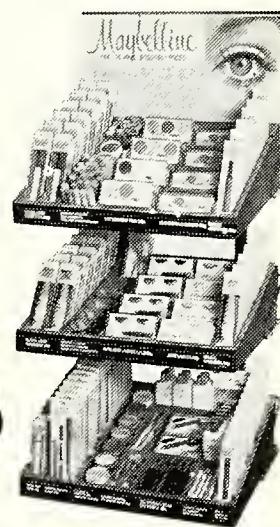
We think Powder-Twist is
our best idea yet! Just
twist twice and automatically
enough powder is pre-measured
onto Pillow-Wand.

POWDER-TWIST

**PLUS MAGAZINE
ADVERTISING!**

Each campaign will be
supported by full colour
pages in Vogue, Honey,
'19', Cosmopolitan, Look
Now, True Story, True
Romances.

Special eye-catching
display stand carrying the
whole Maybelline range.



Get ready to cash in on big Maybelline sales. Contact Clive Bendel, Sales Director,
White Laboratories Ltd., Penarth Street, London SE15 1TR. Tel: 01-639 8611

IT'S ALL HAPPENING AT

Maybelline

The Brand Leader



1965

The Sunsilk Hair Spray range was launched in the Standard Size.

1966

A new Large Size was added to the range. Sunsilk Hair Spray sales doubled within 12 months.

keeps getting bigger



1970

The introduction of the Economy Size helped the range of Sunsilk Hair Sprays to clear brand leadership.

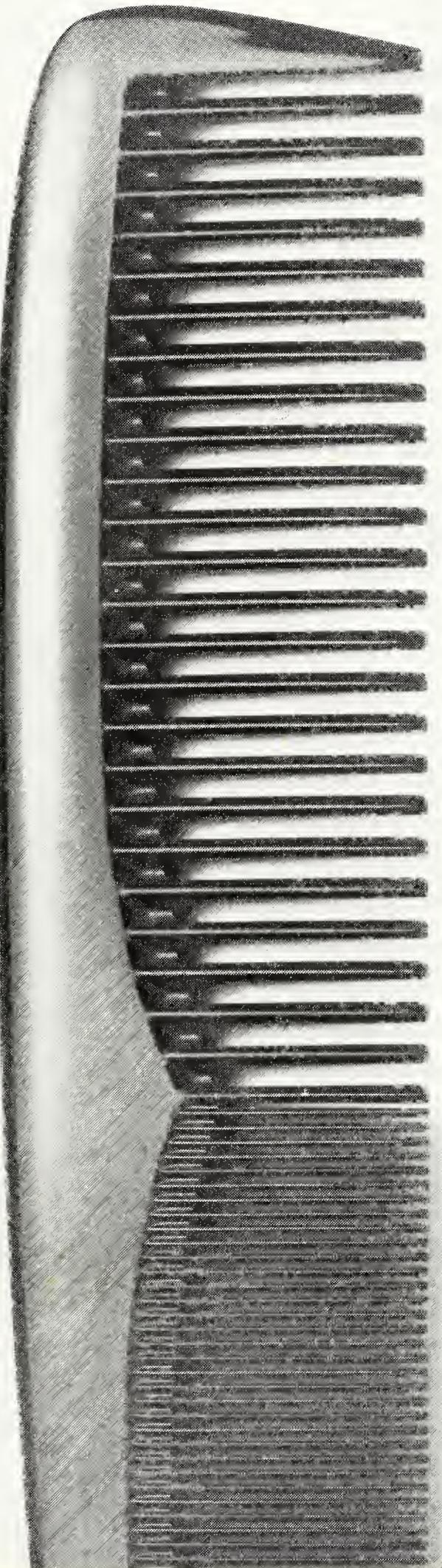
1973

And now, the new Jumbo Size Sunsilk Hair Spray, to satisfy the market's growing demand for bigger sizes. Stock it and your sales will grow too.

So follow the leader to even bigger profits.



Elida Gibbs Ltd
The Brand Builders



How to turn it into a packet of Durex.

As you well know, "Comb, please" is the classic way out for people too embarrassed to ask for Durex in a public place.

Well, we're mounting our biggest-ever advertising campaign to persuade these faint-hearted souls that to ask for a packet of Durex is the most natural thing in the world.

Full page ads will be appearing in many publications, including national Dailies, national Sundays and women's magazines.

The ads take an honest look at all the main contraceptive methods and conclude by saying that of all the methods Durex is the most popular, and the most readily available.

So they're bound to create demand.

We've also designed a Durex counter display unit which makes the act of purchasing even more painless.

Stock up and display.

And you'll wonder how you managed, selling combs all day.

durex[®]
Durex is a registered trade mark.

Comment

Antibiotics control

The recent BBC2 feature dealing with sales of antibiotics to Irish farmers (last week, p34) set out to show that antibiotic control in Ireland is far from satisfactory.

Irish pharmacists are not unaware of the dangers associated with the indiscriminate use of veterinary antibiotics—and have demonstrated this by refusing to sell chloramphenicol since Professor Moorhouse reported a typhoid-resistant strain in some children resident less than thirty miles from Dublin. Nevertheless they reject emphatically the contention that antibiotics should be available only on prescriptions written by veterinary surgeons.

They argue that "nobody ever sees a veterinary prescription in Ireland" and that what is wanted is not a monopoly but control of antibiotics. They point out that the incidence of tissue-residue is no higher in Ireland than in the United Kingdom, where antibiotics are confined to "prescription only".

Five years ago discussions on this issue took place between representatives of the Pharmaceutical Society of Ireland, the Irish Veterinary Association and the Irish Medical Association. The meetings culminated in a joint recommendation to the Department of Agriculture and Fisheries that veterinary antibiotics should be confined to supplies by veterinary surgeons and sales by pharmacists and that they should be subject to the same controls as Part II poisons.

Whilst it is widely accepted that veterinary surgeons, as well as pharmacists, sell veterinary medicines (including antibiotics), the joint recommendation underlined the fact that large quantities of animal remedies used by farmers are sold by van-men who are less interested in animal welfare than in turnover.

So far there has been no reaction from the Department—perhaps they are drafting regulations to conform with EEC requirements or perhaps they are pondering how to deal with the powerful farmers' organisations?

Whatever the outcome, one thing is certain: it is high

time that pharmacists and veterinarians should eliminate the friction between the professions which has been evident for so many years.

Dispensing with service

"Wider acceptance of modern methods of packaging when medicinal products are supplied to the public would lead to greater safety in use" said the report from the BMA Panel on Pharmaceutical Products, May 1972. The report then went on to advocate the use of unit dose packs.

This week sees the announcement that such a system is to be tested in the Central Hospital, Warwick (see p69). Tablets and capsules are to be strip packaged by machine, leading, it is hoped, to a safer and more hygienic presentation.

However, the experiment goes further by presenting an opportunity for emergency supplies of drugs to be made available outside pharmacy hours, with nurses using specially-typed tags to gain access to the dispensing machine.

Obviously this is a worthwhile experiment, but watch must be kept on its progress lest the potential of 96 drugs "on tap" is found too much of a convenience in hospitals (and perhaps outside by 1984!) It must be remembered that there is no pharmacist-involvement in these supplies until the machine is refilled or checked.

This is moving in completely the opposite direction to those hospital pharmacies now providing a 24-hour service through on-call or residency systems, and may also be said to ignore the results of "medication error" surveys published in recent years.

Perhaps such a survey carried out alongside the Warwick experiment would prove whether the pharmacist's services should be "on tap" at the same time as the medicines.

problems, makes recommendations on community treatment and rehabilitation services, and makes suggestions on ways of fostering research.

Photomicrography

D. F. Lawson.

Academic Press Inc (London) Ltd, 24 Oval Road, London NW1. 6 x 9½ in. Pp XIII + 494. £7.00.

Although following the general principles of Mr Lawson's previous title ("The technique of photomicrography"), the book includes information on recent discoveries and applications. There is a survey of the compound microscope, information on lenses, equipment and lighting techniques. Subject headings replace chapters to reduce repetition. The text is illustrated by 270 diagrams and 200 photomicrographs in monochrome or colour.

Mr Lawson has contributed articles on aspects of photography, including photo-

micrography, to *C&D* and has twice received awards from the Royal Photographic Society. He has produced on this occasion an excellent text book that is likely to be a standard reference work for some time.

Hair dyes

J. C. Johnson. *Noyes Data Corporation*, Park Ridge, New Jersey. Pp 368. \$36

This commercially oriented review describes the hair dyes and adjuvants patented in the US since 1952. It supplies detailed technical information and serves as a guide to the US patent literature in this field.

Methods of preparing quinones, nitrophenylenediamines, aminophenols, nitroanilines, azo and heterocyclic dyes and metal salt complexes are described, with additional information on couplers and modifiers, solvents and boosters, stabilisers and oxidising, dispersing and protective agents.

Books

Youth and Drugs: Report of a WHO Study Group

World Health Organisation. UK: HM Stationery Office. 6½ x 9½ in. Pp45 £0.40

The report reviews the extent and nature of drug-taking by young people. It notes significant personal and environmental factors, examines society's attitudes and responses and suggests ways to better understanding and a reduction of the incidence of drug-taking.

Endeavouring to put into perspective the problems associated with non-medical use of dependence-producing drugs, the report examines gaps in the knowledge and shows areas where additional research is needed. It considers measures used to reduce these

Professional News

Pharmaceutical Society of Ireland

Council concerned over lack of hospital pharmacists

Three hospitals in the Cork area, each with between 200 and 300 beds, have no pharmacist.

Concern was expressed at the monthly meeting of the Council of the Pharmaceutical Society of Ireland in Dublin on July 10 when this fact was disclosed during the Law Committee report. Mr Sean Hillery stated that the mid-western region Pharmacists' Association was looking into a similar situation in their region.

The president, Mr R. J. Semple, said it was appalling that some hospitals, particularly psychiatric hospitals, did not have a proper pharmaceutical department. This was doing a disservice to the patients.

Mr H. P. Corrigan said the Eastern Health Board Regional Pharmacists' Association was also looking into a report that there were hospitals in the eastern region without the services of pharmacists. It was agreed to discuss the matter with the hospital Pharmacists' Association.

Inspectors' authority

A letter was received from the Department of Health referring to the Council's request that the Society's inspector, Mr Patrick Cummins, be given authority under the Dangerous Drugs Act, 1934, to exercise the powers conferred on an Inspector by section 30 of the Act. The Minister for Health, Mr Brendan Corish, had signed an order on June 29 authorising Mr Cummins to exercise the additional powers requested.

The president commented that this was a satisfactory outcome of the Society's representations and demonstrated the interest of *An Tanaiste* in the welfare of the community and his confidence in the Society's officers.

Pharmacists retiring from practice and selling their premises were urged to exercise the greatest possible care in ensuring that all drugs were removed to avoid possible tragedy. The matter arose following a report by the inspector, Mr Cummins, that parents in the Dun Laoghaire area were concerned that children had broken into a shop which had previously been a pharmacy, and had discovered some obsolete drugs which had remained in the premises unknown to the property developer who had purchased the premises. The inspector stated that the pharmacist believed that all stocks of drugs had been removed before closing down.

Mr Cummins said: "While there is no excuse for such carelessness by qualified people, it nevertheless points to the need for guidance on the disposal of poisons".

The president said there was always the risk of drugs being left in the premises after the pharmacist had departed and such a situation did nothing to enhance the good name of the profession. They would have to request the Minister for

Health to introduce appropriate safeguards to prevent fatalities occurring. It also reflected on the profession when heirs, etc, came into possession of drugs and did not know how to deal with them.

Mr M. F. Walsh said this was only one of many arguments which could be advanced for the introduction of comprehensive pharmacy legislation. Mr R. J. Power stated that Draft Directive 9 of the EEC dealing with the location of pharmacies proposed that authorisations issued to pharmacists should be linked with licences for premises and that such licences would ensure that drugs and equipment would be under the control of pharmacists.

Reporting that the Society was about £5,000 in the red, the treasurer, Mr J. E. Burrell, said that the position was expected not to deteriorate in August because they would not be paying any accounts. Apart from this, they were due another £15,000 grant-in-aid from the Higher Education Authority. He explained that the majority of fees had now been paid for the year. The names of those who had not paid their fees for the past couple of years had been sent to the Society's law adviser and proceedings would be taken against them. He added that it was not fair that the majority of members of the Society had to subsidise those who would not pay. Those whose fees for the current year were still outstanding had been given another warning but he did not believe that the response from this would be sufficient to offset the unfavourable balance. He added that they would have to consider seeking a larger grant from the Higher Education Authority next year to meet increasing commitments. Their rates alone were £1,380.83 which he considered a much too heavy burden for an educational establishment to bear.

The registrar, Mr J. G. Coleman, said about 50 people owed the current year's fee and they had been written to. Regarding the high rate burden, he said they had appealed against a recent increase in the valuation of their property.

Books lost from library

Professor R. F. Timoney reported that since an honours system had been introduced at the Society's reading room to facilitate students borrowing books there had been loss of property. He felt they should revert to the original system of having a member of the staff in charge of the books otherwise the losses would continue.

The president said that while it appeared that they would have to revert to the position of a member of the office staff having charge of the library, nevertheless the staff was overburdened with work. It was also obvious that existing accommodation was not sufficient to meet all their requirements.

Professor Timoney said that in fairness the majority of students observed the honours code. The pity was that a small percentage did not. He believed the students concerned did not wish to deprive the library of the books permanently but as time went on they became somewhat embarrassed to return them. It was decided to review the situation before the next college session.

The president stated that they were all pleased that Professor Timoney had been offered an appointment on a committee of experts on pharmaceutical matters in Strasbourg.

Mr Hillery reported that arrangements had now been finalised for holding the pharmacy Congress in the Shannon Airport Hotel, co Clare, October 7-11. Aer Lingus would be asked to fly people from Dublin on the Sunday afternoon, and returning on the following Thursday.

He wished to thank the Kerry Pharmacists Association for the help they had given from their experience in running the Congress in Tralee last year. Without such invaluable co-operation the organising committee would not be in such a happy position.

The president thanked Mr Hillery and the organising committee for the work put into the project to-date and said he was confident they would bring it to a successful conclusion. He also paid tribute to Mr Emmet Kennelly and his willing band of helpers from Kerry.

The registrar reported on a meeting of the EEC pharmaceutical group in Brussels on June 25 attended by Mr Power, Mr Burke and himself.

Questionnaire returns

Pharmacists were urged by the president to return the questionnaire on the economic survey, after Mr M. J. Cahill had reported that to-date only slightly more than 200 had returned the completed forms. Despite the guarantee that the confidentiality of the details would be respected, many pharmacists appeared reluctant to fill in the particulars, Mr Cahill stated. He added that as a result, they were now prepared to accept the returns, unsigned if necessary, but those not anxious to sign the questionnaires were asked to put their GMS code number on the form to indicate their health region.

Mr Hillery said in the mid-western region pharmacists were unwilling to sign the form, but would be prepared to give their GMS code.

Mr Cahill said that unless the questionnaires were returned within a fortnight they would be of no value as it was hoped to have them computer-processed by September 1 and Dr Harrison needed time to prepare an analysis and report on the information obtained.

Mr Cahill also reported on a preliminary meeting of the FIP Congress Committee on June 21 and recommended that the Committee should consist of Dr W. E. Boles (chairman), Messrs R. J. Semple, J. E. Burrell, J. P. O'Donnell, T. McGuinn, C. S. O'Connor, V. J. Harte and M. J. Cahill (hon secretary). It had also been decided to book the Burlington Hotel, Dublin, provisionally for the Congress. The Council approved of the Committee and the arrangements made to-date.

During a discussion arising out of the Practice of Pharmacy Committee Report,

on the need for the introduction of medicines legislation, Mr Walsh said that of the nine EEC countries, Ireland was the only one without such legislation. Even the developing countries in Africa were introducing basic legislation of this type.

The president congratulated Mr Walsh on the production of a report on medicines legislation which he described as "a monumental effort".

Stating that Ireland was in the unenviable position of being the only one of the nine EEC countries without medicines legislation, Mr Power said it was important that it should be introduced without delay. This did not mean that he wished to see piecemeal legislation introduced. It was vital in the public interest that the legislation should be enacted and he was glad they had the support of the medical profession in the matter. Mr Walsh described the report as the most impressive document he had seen for some time and it was agreed in principle to accept it.

Messrs Walsh and Shannon were nominated as the Council's representatives on the post-graduate education committee.

Mr Walsh urged that to comply with all EEC criteria, advice should be given by every pharmacist with each medical preparation given to the public.

"It has been alleged, untruthfully, that there is no difference in going into a pharmacy and any other establishment for a simple remedy. I do not know what a simple remedy is. If it is simple it is innocuous", he commented, adding: "In a pharmacy there is a good balance in favour of the patient getting the advice he needs in regard to dosage and drug interactions, whether he asks for it or not".

The president said all pharmacists were giving this advice. They did not offer treatment but advised on the prescriptions they dispensed.

The registrar reminded members that the latest date for nominations of candidates for the Council election would be September 10. The election itself would be held on October 1.

The president reported that they had contacted the insurance company, as arranged, concerning the proposed death benefit scheme for pharmacists and they would be discussing the proposal.

Reported changes

Mrs Josephine B. C. Feehan (née Joseph), LPSI, 84 Windsor Drive, Monkstown, co Dublin, and Mrs Teresa Liffey (née Kenna), LPSI, Ardrone, Hillside, Birr, co Offaly, were restored to the Registrar.

The following were granted change of name in the Register: Mrs Catherine A. D. Carr (née Sweeney) Asst; Mrs Pauline A. Kinnerk (née Madden) Asst; Mrs Pauline A. F. Nolan (née O'Dwyer) Asst and Mrs Bridget R. McCann (née O'Gorman) Asst.

The licence certificates of Veronica A. Fehily, Philomena Kelleher, Mary C. Moran, Edward J. K. O'Gorman and Margaret M. A. Skinner were signed and sealed.

Elected to membership: Matthew Connolly, John R. Sleator, Gerard A. Walshe, Ebrahim Kara, Thomas M. Holly, Mary McHugh and Patrick Conroy. Nominated for membership: Hoosen C. Bavat, 44 Ailesbury Lawn, Dublin 14; Maureen Cahill, Mountrath, co Laois; Michael E. Fogarty, Kilmallock, co Limerick; Andrew R. French, New Ross, co Wexford and Mr

J. Sheil, Church St, Drumcollogher, co Limerick.

The registrar reported the deaths of Patrick J. Killian, MPSI; Francis L. McGee, MPSI; Alphonsus Thornton, MPSI; Maurice Fitzgibbon, Asst; Patrick J. McMahon, Asst; Patrick C. Garvey, MPSI and Michael T. McGourty, MPSI.

The following changes of address were noted: Mr Brendan C. Maxwell, MPSI, to Glen Brosna, 34 Clonard Lawn, Sandyford Road, Dublin 14. Mr John V. O'Regan, MPSI, 14 Shanvarna Road, Santry, Dublin 9. Mr Brian J. Owen, MPSI, 17 Ard-na-Mara, Malahide, co Dublin. Mr Patrick M. Quigley, MPSI, Vogue, Castle Street, Roscrea, co Tipperary. Mrs Catherine A. D. Carr, Asst, The

Donahies, Raheny, Dublin 5. Mrs Pauline A. Kinnerk, Asst, Annville, Gurteen Roe, Macroom, co Cork. Mrs Bridget T. McCann, Asst, 15 Weldeck Road, West Ealing, London W13. Mrs Julia A. Barry-Murphy, Asst, Ballysheneen, Waterfall, co Cork. Mr J. Sheil, MPSI, Church Street, Drumcollogher, co Limerick.

Members present: Miss T. Landers, Mrs K. O'Sullivan, Messrs J. E. Burrell, W. J. Butler, H. P. Corrigan, T. P. Guckian, J. P. Hillary, E. J. Kennelly, T. McGuinn, R. J. Power, R. F. Timoney, M. F. Walsh. An apology for absence was received from Dr W. E. Boles.

A number of grants were passed for payment at a meeting of the Benevolent Fund which followed.

EEC will bring 'wind of change' to Irish pharmacy

Pharmacists from three counties attended a special meeting called by the chairman of the Eastern Regional Pharmacists' Association, Mr J. E. Burrell, in Dublin, on July 11 when they were brought up-to-date with developments concerning the economic survey for community pharmacy; the "state of the Union"; pharmacy in the EEC and the general medical services' scheme.

Welcoming the large gathering, the chairman stressed the need for all community pharmacists to fill in the questionnaire on the economics of the profession and said that for a proper evaluation of pharmacy such a survey was necessary. On the results would depend the future of pharmacy. To date the replies had not come anywhere near the numbers required and he urged all members to play their part in establishing pharmacy as a profession of which they could all be proud.

Principles accepted

Referring to the EEC, he said there was "a wind of change blowing." Mr R. J. Power said that when Ireland entered the EEC certain procedures were accepted which had existed in the six member countries—the right of establishment, and freedom of movement of goods and personnel.

In the case of pharmacy there were seven draft directives to co-ordinate activities in the nine member countries. Since then three more had been added and they might affect all pharmacists' future. They dealt with pharmaceutical industrial standards, setting out a definition of the responsible person in the pharmaceutical industry.

The profession believed the pharmacist should be the responsible person regarding the control of pharmaceutical medicaments and they agreed with the EEC proposal that this should be so. However, their views were not shared by the Institute of Chemistry or the pharmaceutical industry—to his intense disappointment.

Throughout the directives, the pharmacist was suggested as the responsible person. Even in the case of a company owned by a non-pharmacist the proposal was that the person to be given total responsibility would be the pharmacist. Although he might not own the enterprise, he would own the stock and equipment, to avoid any pressure being exerted.

Mr Power said that Directives 6 and 7,

which aimed at having a diploma acceptable to all member countries, were absolutely necessary.

The agreement in regard to geographical location of pharmacies meant that a plant would be accepted to ensure that a pharmaceutical service would be available where needed. It was obvious in such conditions that pharmacists from other member countries might be attracted to Ireland, so there must be an agreement with the State concerning the establishment and location of pharmacies.

Without a studied plan it was possible that, in the event of an influx of pharmacies, they would have a complete polarisation in high density areas and a moving away from remote rural areas. They must ensure this did not happen. Regarding the tradition that ancillary activities supported professional activities, Mr Power said this was all right in the days when pharmacists had the exclusive right to sell toothpastes and cosmetics, but the State would now have to accept, because of intense pressure in these lines, that the professional activity must be paramount.

Mr Power added that European colleagues had been pleased with the stand taken by Irish pharmacists in regard to the Directives. The attitude of pharmacists in "The Six" was so thoroughly professional that they would not yield on this issue. He added that the interest shown by Irish pharmacists in postgraduate education was an indication of their professional approach. Under Draft Directive 5 they would not be stopped from selling ancillaries in the immediate future, but the emphasis was towards greater professional activity.

'Unenviable position'

Stating that Ireland had the unenviable reputation of being the only one of the nine countries without medicines legislation, he said the State must accept the principle that medicaments could only be sold through pharmacies.

Referring to the economic survey, Mr Power said it was disappointing that only 25 per cent had so far filled in the questionnaire: to obtain any type of realistic picture the minimum required would be from 75-90 per cent.

Dr W. E. Boles said time was running out. It would take two months to analyse

Continued on p84

Continued from p83

the data and base a report on it so the questionnaires needed to be completed immediately. If necessary, pharmacists could return the form without signing it, provided they indicated their GMS code number. Without statistics and solid information they would have no business approaching the Department when the time came to review the scheme.

Stressing the value of the Union, Mr T. R. Miller said that over the years there

had been nobody to look after the interests of all pharmacists. He urged all to give their moral and financial support to the Union. It was up to them to see that their qualifications were not exploited and without a coherent body pharmacists would exist on "little islands".

Dealing with the general medical services' scheme, Mr J. P. Burke paid tribute to the work of Mr H. P. Corrigan, the representative on the Eastern Health Board. He was concerned about the num-

ber of pharmacists in the Eastern region who tended to remain outside and he urged all to become more involved and offer their services to pharmacy instead of leaving everything to the few dedicated people who had been overburdened.

The president of the Pharmaceutical Society of Ireland, Mr R. J. Semple, Mr H. P. Corrigan, a member of the Council, and Mr G. Ledwith, administrative officer of the Contractors' Committee also spoke at the meeting.

RIGID BOX WINNING DESIGNS

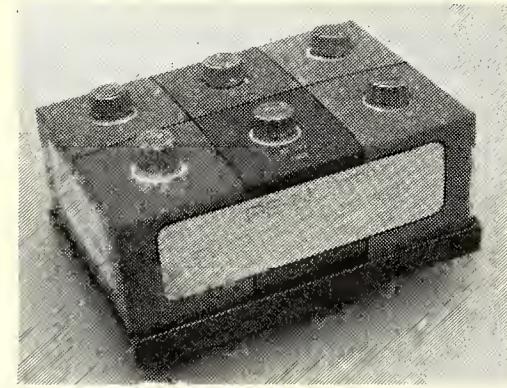
The most important annual rigid box competition in the world is that organised on an international basis by the National Paper Box Association of America who re-

cently held their convention in London. The British Paper Box Federation shared meetings with the NPBA on one of the days of the convention.

Shown here are eight of the most outstanding winners in the chemist area. Captions represent the remarks of the competition judges.



1.



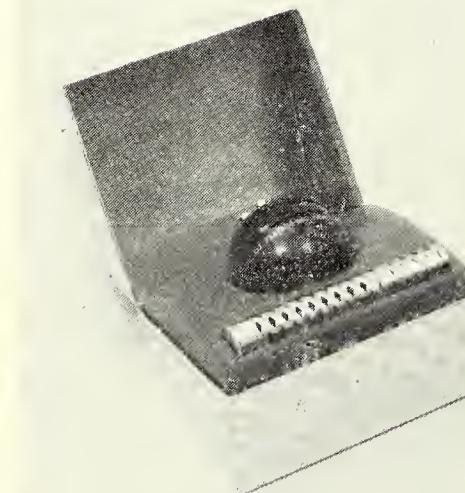
2.



3.



4.



5.



6.

1. The subtle approach which reveals only a clue to the Vaseline Intensive Care products enclosed through nursery graphics on the wrap, is a winning sales idea. Triple layers of glazed hardboard create a sturdy, attractive display platform. Boxmaker: Newark Paper Box Co. Customer: Chesebrough-Pond's Inc.
2. The master craftsmanship of the rigid boxmaker is evident in this Re-Nutriv display container. The effectiveness of the deceptively simple block design hinges on the accurate registration of the printed platform wrap and precise die-cutting. Boxmaker: Plaza Paper Box Corp. Customer: Estee Lauder Inc.
3. The hidden construction details of this

visually attractive Adaptic dental supplies kit allow the lid to fit snugly over the upper portion of the angled platform insert and meet the edge of the rigid base. This was achieved by tapering the base and reducing the dimensions of the lid by $\frac{1}{16}$ in. Boxmaker: E. J. Trum Inc. Customer: Johnson & Johnson Inc.

4. The base and lid of this aesthetically appealing rigid package are wrapped in a golden monogrammed foil printed with the company logo. The tray and neck inserts are wrapped in a copper foil colour-matched to a high gloss and true metallic finish. A copper ribbon is attached to the lid to give the artistic touch. Boxmaker: DPI subsidiary, Artistic

Box Corp. Customer: Germaine Monteil.

5. Two components in the Xanadu range, radically different in size and shape, are imaginatively packaged in this diagonally cut rigid package. The moulded plastic platforms, are the perfect complementary effect for counter display. Boxmaker: J. Landowne Co Inc. Customer: Faberge.

6. The use of cool ocean greens, the sea water design of the wrap, the soft green interior lining, plus the die-cut platforms are the perfect complementary packaging details for this Emeraude cosmetic package. The container is shaped like a chest with hinged lid and drawer. Boxmaker: Wallace Packaging Corp. Customer: Coty division of Pfizer.



Meet our Sales Director

Our sales orientated Eureka instore system will add extra impact to your merchandising. Flexible, slot-together components, eye catching colours and a huge capacity. Many accessories available including cabinets, drawers, counters etc. Our Sales Director will increase your profits fast!



and Merchandise Manager

Our Karu-Sell rotary display unit can manage a huge amount of merchandise with a capacity of 34.25 sq. feet of impact display in only 6.86 sq. feet of floor area.

Ideal for promoting impulse sales. Amazingly varied applications. The exclusive diamond shaped shelves are instantly adjustable for height and slope and have binning facilities.

Members of the Showrax Force.

*Free country - wide shop - planning
service by Instore Consultants.*

showrax

Tel: Gravesend 60671 Telex: 965130

SHOWRAX LTD · TOWER WORKS · NORTHFLEET · KENT DA11 9BE
Please send me details of successful Eureka
Name
Company
Address
Tel. No.
CD21/7

The Triangle Trust helps people of the Pharmaceutical Industry

The Triangle Trust 1949 Fund is an independent charitable trust administered by a Board of Trustees. Its primary aim is the relief of hardship or distress in the case of people and their dependents employed, or formerly employed in the pharmaceutical industry in Great Britain and the British Commonwealth. Such relief may include assistance with the educational expenses of children.

The Trustees are also prepared to consider applications for financial assistance, beyond the scope of an employer's responsibilities, with education or training in general or special subjects, including music and the arts.

For additional information, or to apply for assistance, write to:

The Secretary, Dept CD
The Triangle Trust 1949 Fund
Clarges House, 6-12, Clarges Street
London W1Y 8DH



Three well-proven products:

- 1) Quinoderm Hydrocortisone Cream (on prescription only) is for Acne Vulgaris and Rosacea, effective in both, and an ideal medicament for the commencement of treatment.
- 2) Quinoderm Cream again for the treatment of Acne, either as a follow-on to the Quinoderm Hydrocortisone Cream or on its own — this incidentally is also a very good O.T.C. line at 24p retail.
- 3) Ceanel Concentrate. Decapitation need not be the only cure for dandruff (Seborrhoeic Dermatitis). Ceanel is certainly a safe reliable alternative. Recommended also for Psoriasis of the Scalp.

**The Quinoderm Company
Oldham, England.**

ORALCER

**SLOW RELEASE F
PELLETS FOR MOUTH ULCERS**

THE ONLY PELLETS WITH COMBINED O.T.C.
ANTIBACTERIAL & ANTIFUNGAL ACTION EC.10

TEEDA HAIR STRAIGHTENER

Meet the trend for straight hair —
STOCK NOW!

Trade: £0.63 plus V.A.T.

R. Retail: £1.09 including V.A.T.

Teeda Division of H. & T. Kirby, Mildenhall 713227

“Eesiness”[™]

SURGICAL ELASTIC HOSIERY

- TWO-WAY STRETCH ELASTIC YARN
- NYLON LIGHTWEIGHT STOCKINGS
- NYFINE LIGHTWEIGHT TIGHTS
- SEAMLESS ONE-WAY STRETCH
- NYLON NET

Stock Sizes or Made to Measure

Also obtainable direct or through your wholesaler. Write for literature.

Abdominal Belts - Spinal Supports - Elastic Band Trusses - Jock Straps
Suspensory Bandages - Athletic Slips - Stockinette Bandages

E. SALLIS LTD., Vernon Works, Basford, Nottingham
Phone: 77841-2 Grams: Eesiness

Foil and Blister Packed Tablets

To Eliminate the Difficulty
of Dispensing these Tablets
we have now in stock
Two New Size Cartons

Ref "A" size 110x110x30 Ferrograd etc.
Ref "H" size 160x110x50 Paracodol etc.



Orders and Enquiries to be sent NOW to :-

Pharmaceutical Packaging (Leeds) Ltd
P. O. Box 140, Kirkstall Hill,
Leeds, LS1 1QE. Tel: 52653.

Letters

Direct orders

We have noted the recent comments, on the subject of Max Factor, especially those of J. B. Anderson of Newcastle-upon-Tyne (June 30, p869).

In fairness to Max Factor, we point out, that from our own experience as agents, we have not seen a representative since October 1972 and have dealt direct since then.

Our orders marked "Most Urgent" have arrived not more than eight days after being posted to them, which is a considerable improvement on the time lapse when dealing with representatives.

We also find that direct orders ensure that we get exactly what is asked for and we are not pressured into items which would be practically unsaleable in our area.

There are drawbacks, one has to buy new products blind, which is not always successful. Promotions we agree, are usually in larger units than we can handle, but we also find that customer co-operation enables us, on the whole, to buy only what we can comfortably turn over.

We are about to open a correspondence with Mr Jennings about our own future requirements, and with a few small adjustments here and there I think we will be quite happy to continue as agents for Max Factor as far into the future as one can foresee.

J. S. Whelan
Pudsey, Yorks

Tights on NHS

Many pharmacists have had the experience of the customer who has raised the issue of having tights on her NHS prescription for elastic stockings and paying the difference in price herself. The pharmacist is apparently not to be trusted by the Department of Health to allow such a transaction.

Had the patient been referred to the pharmacist as a private patient it would have been common courtesy and ethically correct on our part to have provided the patient with whatever garments she was most happy and satisfied with. But under the present restrictive regulations we would not dare to enter into any such transaction. The prescription states exactly what we are to supply in such a case and we deviate from the strict Drug Tariff specifications at our financial peril, even though the medical practitioner, the patient and ourselves, together with the Department, would not be any the worse off if we acceded to the patient's request.

Is it any wonder therefore that we as pharmacists are regarded as penny minded, grain pinching, shopkeepers when we have to refuse to use our initiative and professional standing in such a matter?

The other side of the coin, however, is apparent from the attitude of the spokesman for the General Medical Services Committee. The Department would be prepared to allow the use of such garments provided the measuring was undertaken by the medical man. Dr Alexander sees no reason why this should not be undertaken in the pharmacy. Of course not. The medical practitioner no doubt would require a substantial fee for doing this; but the pharmacist will do it for nothing.

Over the past five or so years the medical profession has cast off many of its administrative tasks, for which it received no remuneration, to the pharmacist who has for long been the "sucker" who would perform these tasks for nothing or at most a fraction of a penny. They would have nothing to do with completing the declaration on the back of Form EC10 (if they had been paid a fee they might have done); they now have the name of the medicine written on the label so they have hived off the need for strict record keeping to the pharmacist. Pharmacists in some cases are keeping their own records of patients' prescriptions—all for nothing so that they may be a safeguard against the vagaries of the receptionist-written prescription.

Let the doctors who want their patients to have tights do their own measuring or let the pharmacists be paid a realistic fee

for undertaking this job.

Why do we have to wait for the medical side to put forward the cogent arguments for the supply of tights under the NHS? Surely pharmacists were as much aware of the trend as our medical colleagues. What prevented our negotiators from coming forward to demand a fee?

All that happens now is that the doctor tells his patient that he is quite prepared to prescribe tights for her condition, but the pharmacists will not supply them as they will not be paid for them. Once again the pharmacist is put into the position of appearing financially orientated and obstructive.

W. F. Wilkinson
Sittingbourne, Kent

Late delivery

Please, please, please ensure our weekend reading—*C&D*—arrives in time—we miss it when it is late. We feel as if we are nakedly exposed and lacking in information on Monday morning, and Mondays are difficult enough!

Leeds MPS's

[We regret the late delivery arising from our printer's production difficulties. Although not directly responsible we are doing our best to improve the situation—Editor.]

Parallel pricing 'can lead to excessive profits'

In its latest report, the Monopolies Commission conclude that parallel pricing, the practice whereby manufacturers operating in the same market raise their prices together by similar amounts, can operate against the public interest.

The report adds that the system can lead to "excessive profits and unjustifiably high prices. It can also weaken the incentive to innovate and exacerbate inflation".

The Department of Trade and Industry is recommended to bear in mind the extension of this practice when making future references to the commission, both of proposed mergers and of existing companies.

The Commission says where parallel pricing is found to be operating against the public interest in a particular industry, it might well be that the companies' pricing policy be monitored.

In order to collect evidence of parallel pricing the Commission sent letters to Regional Hospital Boards, among others. The Manchester and Oxford Boards mentioned surgical dressings as products thought to be subject to such pricing.

The Commission's recommendations have been accepted by the Government. Sir Geoffrey Howe, Minister for Trade and Consumer Affairs, has said recently he would draw the report to the attention of the Director of Fair Trading when he is appointed later this year. (*Parallel Pricing*. HM Stationery Office, price £0.26½.)

Westminster report

No special script for contraceptives

No special NHS prescription forms will be used for contraceptive drugs and devices, Sir Keith Joseph said, answering a commons question from Mr Laurie Pavitt, last week, said that the arrangements, including checking, will be generally the same as for other drugs and appliances supplied under the NHS.

In answer to a further question from Mr Pavitt, Sir Keith stated that there will be no alteration in the number of condoms per prescription from family planning clinics. That will be at the discretion of the individual doctor concerned. He added that in the event of clinic staff refusing to collect prescription charges, it would be

for the Area Health Authority to act as it thought appropriate.

'No' to contraceptives nationalisation call

In view of the virtual absence of competition in the supply of contraceptives, would Sir Keith take steps to nationalise the appropriate concerns, asked Mr Michael Meacher. Sir Keith replied "no".

Mr Meacher also asked whether the provision of contraceptives would be administered through the agency of the Family Planning Association or directly with the London Rubber Company. Sir Keith replied that no agency arrangements are made at present and none envisaged with the London Rubber Company. The existing agency arrangements with the Family Planning Association for clinic services will be phased out over 2-3 years.

□ The Fair Trading Bill was read in the Lords for the third time last week, and then passed back to the Commons.

Market News

BISMUTH DEARER

London, July 18: Reflecting the higher rates for the metal, bismuth salts have been sharply increased. Also considerably dearer are phenobarbitone, caffeine and ephedrine mainly because of the reduced value of sterling. The new rates are given below of one supplier.

In crude drugs Chinese menthol prices were advanced by £1.00/kg on the spot and by £0.50 forward. The Brazilian variety was also dearer although to a smaller degree. New crop offers were received for hydrastis and cherry bark. Marked up items included Peru and tolu balsams, and pepper.

Shippers at the port of Tuticorin are still experiencing difficulty in getting vessels to call for cargo destined for Europe. Tinnevelly senna shipments during June were therefore restricted to 5 tons for the US.

Dearer among essential oils were camphor white, Ceylon cinnamon leaf, Ceylon citronella, bois de rose, lemongrass, and Chinese peppermint. Chinese eucalyptus was offered for October-November shipment after an interval of several weeks.

One of the main suppliers of ethanol and industrial methylated spirits has begun restricting supplies to its customers. The company expects to maintain a level of about 75 per cent of normal offtake. Production problems and deliveries into the company's storage are causes mentioned for the curtailment.

Pharmaceutical chemicals

Amylobarbitone: 50-kg £3.75 kg; sodium £4.30.
Barbitone: 50-kg lots £2.65 kg; sodium £2.65.
Bismuth salts: £ per kg.

	12½-kg	50-kg	250-kg
carbonate	6.23	6.00	5.95
salicylate	5.03	4.80	—
subgallate	5.28	5.05	—
subnitrate	5.50	5.27	6.22

Brucine sulphate: £20 kg.
Butabarbital: 50-kg £5.35; Sodium £6.
Butobarbitone: £5/kg for 50-kg lots.
Caffeine: (50 kg) Anhydrous and hydrate £2.68/kg.
Cantharadin: £75 per 100 g.
Chloral hydrate: 50-kg lots £0.75/kg.
Cinchocaine hydrochloride: £42.50/kg.
Cocaine: Alkaloid £222/kg, hydrochloride £202.75. Subject to DDA Regulations.
Dextromethorphan: Hydrobromide £110/kg.
Ephedrine: 100 kg lots per kg £14.95; hydrochloride £12.37; sulphate £12.76.
Ferrous gluconate: £733 metric ton delivered.
Fentichlor: 50-kg lots £1.73/kg.
Ferrous fumarate: £0.50/kg for 50-kg lots.
Ferrous phosphate: In kegs £493.50 metric ton.
Iron ammonium sulphate: 100-kg £0.20½/kg.
Iron and ammonium citrate: (per metric ton) granules, 50-kg lots £650, 1-ton £620. Scales 50-kg £820; 1-ton £790; green £830.
Magnesium sulphate: BP from £45 metric ton ex works.
Methadone hydrochloride: Subject to DDA Regulations £0.15 per g for 100-g lots.
Narcotine: Alkaloid and hydrochloride in 25-kg lots £15/kg.

Opiates: (per kg) subject to DDA Regulations.

	1 kg and over	Under 1 kg
Codeine	£	£
alkaloid	183.0	191.00
hydrochloride	156.00	164.00
phosphate	140.00	146.00
sulphate	156.00	164.00
Diamorphine		
alkaloid	212.00	223.00
hydrochloride	194.00	203.00
Ethylmorphine		
hydrochloride	179.00	186.00
Morphine		
acetate	164.00	171.00
alkaloid	202.00	211.00
hydrochloride	165.00	172.00
sulphate	165.00	172.00
tartrate	198.00	207.00

Pentobarbitone: 50-kg lots £4.85/kg for acid and £5.15 for sodium.

Phenobarbitone: 50-kg lots £3.74 per kg; sodium £4.23.

Phoscodine: 1-kg £198.36; 7-kg £189.20/kg; 60-kg.

Phthalylsulphathiazole: 50-kg lots £1.60.

Quinalbarbitone: Sodium and acid £5.35/kg for 25-kg lots.

Succinylsulphathiazole: 50-kg lots £2.40/kg.

Sulphacetamide: Sodium BP £3.34/kg for 50-kg lots.

Sulphadiazine: 50-kg lots £2.79/kg.

Sulphadimidine: 250-kg lots £2.95/kg; sodium £3.05.

Sulphaguanidine: BPC in 250-kg lots £2.13/kg.

Sulphamerazine: BP 50-kg lots £3.12½ per kg.

Sulphamethizole: BP 50-kg lots £3.65 per kg.

Sulphamidamide: 50-kg lots £1.40/kg.

Sulphaquinoxaline: Sodium, BVet C in 50-kg lot.

Sulphathiazole: 50-kg £1.83/kg.

Tetracycline: £11.00 per kg of activity.

Crude drugs

Balsams: (kg) Canada £4.75 nominal; shipment £4.50, cif. **Copaiba:** BPC £1.20 Para. £0.90. **Peru** £2.30; £2.20, cif. **Tolu:** BP £1.75, spot.

Cherry bark: Spot £4.75 metric ton; new crop £4.50, cif.

Hydrastis: New crop £3.90/lb, cif.

Menthol: (kg) Chinese spot £7.50; shipment £7.00, cif. Brazilian £5.10 spot; £4.95, cif.

Nutmeg: Grenada 80's £1.120 ton, fob.

Pepper: (ton cif) Sarawak black £5.30; white £8.45.

Essential and expressed oils

Almond: Drum lots £0.61.

Amber: Rectified £0.29/kg spot.

Anise: No offers.

Bergamot: £1.50-£14/kg as to grade.

Birch tar: Rectified £3.50/kg.

Bois de rose: £7.50/kg, cif.

Buchu: English distilled £180/kg.

Cade: Spanish £0.50/kg.

Cajuput: 1.20/kg on spot.

Camphor white: £0.65/kg; no cif offers.

Cananga: Java £9.20/kg spot.

Caraway: Imported £14/kg.

Cardamom: English distilled £95-£120/kg as to source.

Cassia: Chinese £4.00/kg spot.

Cedarwood: Moroccan £1.60/kg.

Celery: English £2.25/kg; Indian £1.8.

Cinnamon: Ceylon leaf £1.65/kg, spot; £1.55, cif. Seychelles leaf rectified £3, cif. Bark, BP, £2.20.

Citronella: Ceylon spot £1.85/kg; £1.70, cif.

Clove: Madagascar leaf £2.00/kg spot; £1.95, cif.

English distilled bud £17.50.

Cod-liver: BP in 45-gal lots £28.80 naked.

Coriander: £8.10-£9.00/kg as to grade.

Cubeb: English, distilled £17.00/kg.

Dill: From £6.00/kg spot.

Eucalyptus: Chinese £1.90/kg, cif. Oct-Nov.

Fennel: Spanish sweet £2.75/kg nominal.

Lemongrass: £3.25/kg spot; £2.45, cif.

Mandarin: £5.85/kg spot.

Nutmeg: (per kg) English distilled from West Indian £15.75; from E. Indian £13.55. Imported £5.70.

Peppermint: (per kg) Arvensis Chinese spot £3.50; forward no offers. Brazilian £2.25 spot and cif.

American piperita firm at £7.50-£8 spot.

Petitgrain: Spot £7.00; cif. £6.60.

Sandalwood: Mysore £25.00/kg spot.

Sassafras: Not offering.

Spearmint: Chinese £7.00 spot; £6.10, cif. offers.

American £6.50—all per kg.

Thyme: Red 65/70% £5.00/kg.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax.

Post Scripts

Ten-o-six kick off!

The Bonne Boys, the five-a-side football team formed by Bonne Bell cosmetics to play against chemists in the London area, kick off on Sunday July 22, at 10.06 am.

Their first match, to be played against the John Harrington Group, will take place on the Vale Farm football pitch by Sudbury Court Drive and East Lane, Wembley, Middlesex.

Bonne Bell have already received several other challenges from chemists, and anyone interested should apply to the social secretary, Bonne Bell, York House, Empire Way, Wembley, Middlesex. (Telephone: 01-903 3462).

All proceeds will be donated to charity.

'Work slavish, wages stingy'

The following advertisement appeared in the *Irish Independent*, on June 30.

A young qualified assistant wanted for Dublin city pharmacy; conditions poor, work slavish, wages stingy but open to haggling; five day week. Apply to . . .

It must be fun working for an employer with such a sense of humour.



At a Mallinson House function on June 26 a chair was presented to the NPU on behalf of the Wellcome Foundation Ltd by its deputy chairman, Dr F. Wrigley. The chair, which had been specially made to match the existing council room furniture, was inscribed "The Secretary's Chair, presented by The Wellcome Foundation Ltd, to mark the Golden Jubilee of the NPU 1971". From left to right: Mr T. I. O'Rourke, chairman of the NPU Executive, Dr F. Wrigley, and Mr J. Wright, director, NPU Group.

Classified Advertisements

Post to Classified Advertisements, Chemist & Druggist, 25 New Street Square, London, EC4A 3JA.

Telephone: 01-353 3212.

Headings All advertisements appear under appropriate headings.

Screen 100.

Display £5.00 per single column inch, minimum 1 inch (1" x 1½"). ½ page (4½" x 3½") £45.00. ¼ page (4½" x 7" or 10" x 3½") £80. Whole page (10" x 7") £140.00

Lineage £0.40 per line, minimum 5 lines @ £2.00.

Box Numbers £0.25 extra.

Series Discounts 5% on 3 insertions or over. 10% on 7 insertions or over. 15% on 13 insertions or over.

Copy date 4 pm Tuesday prior to publication date. Advertisements should be prepaid.

Publication date Every Saturday.

Circulation ABC January/December 1972, 14,992.

Hospital appointments

LLANDOUGH HOSPITAL, Nr. Penarth
PHARMACIST required at this Modern Teaching Hospital.

The Pharmacy provides a service, not only for Llandough Hospital but also for the Sully and Barry Group of Hospitals. It is hoped to extend the present Ward Pharmacy system. A new Out-Patient Department is being built with its own separate Pharmacy. The Hospital is situated on the coast surrounded by pleasant countryside but within easy travelling distance of Cardiff. Whitley Council conditions of Service.

Department may be viewed by prior arrangement with the Chief Pharmacist.

Telephone No. 0222-708601, Ext. 96. Application forms available from the Unit Administrator.

READING & DISTRICT HOSPITAL MANAGEMENT COMMITTEE
PHARMACY TECHNICIAN

(£1,041—£1,425)

for post in new Pharmacies offering wide experience in all sections of the departments including Sterile Products Dept. and Quality Control Laboratory. Accommodation available.

Further details from Mr. E. A. Burton, Group Pharmacist, Royal Berkshire Hospital, Reading, Tel. Reading 85111, Ext. 448, to whom applications should be sent.

WEST SUFFOLK HOSPITAL MANAGEMENT COMMITTEE
WEST SUFFOLK GENERAL HOSPITAL
BURY ST. EDMUNDS

BASIC GRADE PHARMACIST

Applications are invited to work in the Group Pharmacy at the above hospital. An opportunity for the right person to work in excellent surroundings and in a new District General Hospital. Applications in writing to the Hospital Secretary with the names and addresses of two referees.

Please Address Box No. replies to:

Box No. Chemist and Druggist

25 New Street Square, London EC4A 3JA.

NORTHAMPTON & DISTRICT HOSPITAL MANAGEMENT COMMITTEE

PHARMACIST

required for duties at the **GENERAL HOSPITAL** Northampton and occasionally at other hospitals within the Group. Applications are also welcomed from Pharmacists only available for part-time duties. Previous hospital experience not required.

Applications to: Group Pharmacist, General Hospital, Northampton. Tel. Northampton 34700, Ext 94.

Ilford & District Hospital Management Committee

GROUP PHARMACY

DEPUTY CHIEF PHARMACIST V (Group)

Salary scale £1,920/2,430 p.a. plus £126 p.a. London Weighting.

Applications to the Group Secretary, King George Hospital, Eastern Ave., Ilford, Essex.

SENIOR PHARMACIST & PHARMACIST required for posts in new pharmacies serving mixed group of 15 hospitals. Experience in Ward Pharmacy Service, Sterile Products Dept. and Quality Control Laboratory. Accommodation available. Further details from Mr E. A. Burton, Group Pharmacist, Royal Berkshire Hospital, Reading. Tel: Reading 85111, Ext. 448 to whom applications should be sent.

For sale

MANLY MAN'S BELT. Nationally advertised "obtainable from chemists". £3.04. Full trade terms. Order by waist measurement from Manly Co., 23 Freshwater Parade, Bishopric, Horsham, Sussex. Telephone: Horsham 5426.

Situations vacant

Young Production Pharmacist:
Tabletting

We have a new opportunity for a young Pharmacist to join the management team in our expanding Production Department, located in a pleasant part of the Home Counties. A graduate registration could be considered if he had already completed the hospital/retail part of his training.

A successful candidate with no previous tabletting experience would work for an initial period under the guidance of the Manager — probably in the granulation/compression area — but could soon expect to be given definite responsibilities.

A candidate with relevant experience might well move straight into a middle management position.

The prospects for progression are good; salary and other benefits will be competitive.

Please write in the first instance to the Box Number below: your letter will be forwarded to us unopened. If there are Companies to whom you would not wish an application to be forwarded, please list them on a separate sheet, enclosing this list and your application letter in another envelope addressed to the Advertisement Manager of this Journal. Box 2167.

PHARMACIST required for Liverpool City Chemist

5 day week. No Saturdays, No rota duty. No paperwork except directly connected with dispensing. Might suit married woman with grown family. Salary by negotiation.

Apply:—
David I. M. Halliday Ltd.,
Holts Arcade,
India Buildings,
Water Street,
Liverpool 2,
Tel: 051-236 4100.

TELEPHONE ORDER CLERK required in busy Pharmaceutical Wholesalers in the Croydon area, some experience in this field essential. Box No. 2168.

Wanted

URGENTLY REQUIRED, all items connected with old-fashioned Pharmacies—Runs of drug drawers, shop rounds, Jars, etc.—Telephone Ashstead (Surrey) 72319 or write Robin Wheeler, 'Maplehurst', Park Lane, Ashstead, Surrey.

WE WILL PURCHASE for cash a complete stock of a redundant line, including finished or partly finished goods packaging, raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone Lawrence Edwards & Co. Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11 Tel: Park 3137-8.

Classified advertisements

Notices

Change of distributor

Williams Ice Blue Aqua Velva and Williams Lectric Shave are now being distributed by the J.N. Toiletries Division of Jackel & Company Ltd.

Contact your J.N. Toiletries representative, your usual wholesaler, or J.N. Toiletries, Kitty Brewster Estate, Blyth, Northumberland, NE24 4RG.

Trade services

CAPSULES TABLETS

- Contract filling of hard gelatine capsules
- Custom manufacturing of tablets
- Strict quality control
- Quick and efficient service
- Wholesale and export

M. A. STEINHARD LIMITED

703 Tudor Estate, Abbey Road, Park Royal, London NW10 7UW

Telephone: 01-965 0194/5 Cables: Farmedo NW10
Telex: 922086

Shopfittings

Low Cost Unit Shopfronts 600 Designs

Take
36
Months
To Pay

* In Anodised Aluminium
* Built In illuminated signs
* Available from stock
* Installed in 2 Days
on most sites

UNIT SHOPFRONTS LTD
9 Aintree Road, Perivale, Middlesex
PHONE: 01-997-9943/7

INTERPLAN SYSTEM 80 modular shopfittings, attractive units at attractive prices, complete installations NPU recommended. Brochure from OLNEY BROS. LTD., SHOPFITTERS, NORTHBRIDGE ROAD, BERKHAMSTED, HERTS. Tel. 5417-9.

SHOPFRONTS and interior fittings by Chemist Specialists. WARWICK SHOPFITTING, 20 Rudd Street, London, SE18 6RS. Tel: 01-854 0343.

Agents

AGENTS

with established Retail Outlets

We act as Sole Distributors for Manufacturers of widely known Merchandise and would like to meet Agents who are interested in carrying a comprehensive range of High-Class Products.

Apply Box 2161

Miscellaneous

CHEMISTS

ALL WORK AND NO PLAY? . . . then how about a low cost, high profit making investment without tiresome stock, staff, debts or paperwork . . . all takings in CASH! . . . designed to fit quickly into a small space in your existing premises. A Mini Launderette . . . the perfect little 'money spinner' for ANYWHERE without a Laundry.

The Village Laundry Ltd., White Lion House, White Lion Square, Hatfield, Herts. Telephone: Hatfield 67314

FASHION JEWELLERY — GENTLEMEN you can't sell perfume in a jam jar, it has to be elegantly presented. The same principle applies to FASHION JEWELLERY, our elegant displays all marked with retail prices inc. V.A.T. can be working for you within minutes of delivery and be a credit to your shop. Our huge range ensures lucrative profits through fast sales. Delivery on the spot no waiting. Contact: R. F. Vernon & Co., 36 Roman Road, Birstall, Leicester. Tel: 675327 S.T.D., Code 0533. NOW

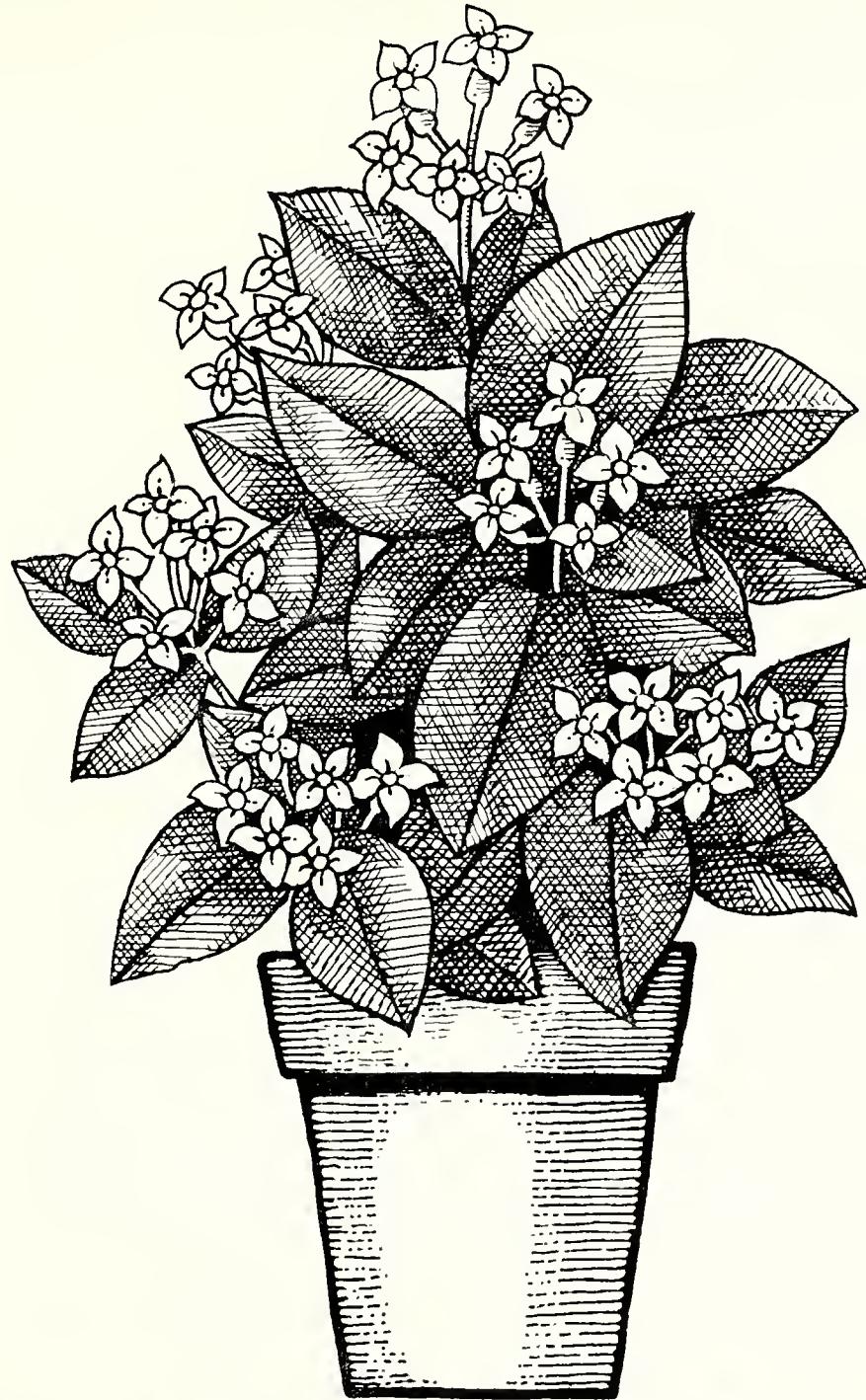
Trade mark

The Trade Mark No. 560888 consisting of the word LEOMAX and registered in respect of 'All goods included in Class 3 but not including preparations made from flour meal' was assigned on the 28 March 1973 by W. R. KING AND COMPANY (CHEMISTS) LIMITED, of 336 Hornsey Road, London, N7 to AB LEO of Nalsvagen, S-252 42 Helsingborg, Sweden, WITHOUT THE GOODWILL OF THE BUSINESS IN WHICH IT WAS THEN IN USE.

FASHION JEWELLERY

Jodez (Manchester) Ltd.
34 Shudehill, Manchester M4 1EY
Tel: 061-832 6564

Largest and most exclusive selection of Necklets, Brooches, Chainbelts, Dress Rings, Earrings (all types), Hair-Ornaments, etc.



William Ransom is a very keen gardener

A scientific gardener, who grows and imports large quantities of raw materials – processes them to perfection, and supplies you with galenicals of which he is

justifiably proud.

When you've been in business for one hundred and twenty four years and remained completely independent – you've got to be good.



Established 1846
and still independent.

William Ransom & Son, Limited.
HITCHIN · HERTFORDSHIRE · ENGLAND



It will pay you to care as much about black and white as ILFORD

ILFORD care about the black-and-white film they make. That's why HP4 and FP4 are the best quality films you can sell.

Either in 35 mm or roll film version (FP4 is also available in 126 cartridge).

Stock ILFORD and you'll keep everyone satisfied.

Your customers (they'll be getting the results they want).

Yourself (you'll be getting the profits you want).

It's surprising the happiness a little care can bring.



ILFORD Limited, Photo Product Sales, Ilford, Essex.



ILFORD Limited, Ilford, Essex. A CIBA-GEIGY Company